

RESUME

AJINKYA KRUSHNAT BHUVAD

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Objective	To work in challenging and competitive environment in order to stand with the latest technology and widen my technical and interpersonal skills to the best of my abilities for the organizational excellence and my career growth.				
Summary	B. Tech in Agricultural Engineering from Dr. Budhajirao Mulik College of Agricultural Engineering and Technology, Mandki-Palwan Under of Dr. Balasaheb Sawant Konkan Krushi Vidyapeeth, Dapoli.				
Education	Examinations Passed	Stream	University	Year of Passing	% Of marks obtained
	B. Tech	Agricultural Engineering	Dr. Balasaheb Sawant Konkan Krushi Vidyapeeth, Dapoli.	2013	70
	H.S.C	Science	Kolhapur Board, Maharashtra.	2009	56.5
	S.S.C		Kolhapur Board, Maharashtra.	2007	62
Training Work	<ul style="list-style-type: none">➤ One-month professional Training on JAIN Irrigation System Ltd. Jalgaon (MH).➤ One-month professional Training on HMT Tractor Ltd. Pinjor (Haryana)				
In plant Training	<ul style="list-style-type: none">➤ Four Month Professional Training on JAIN Irrigation System Ltd. Jalgaon (MH). Under the Solapur Region as a sales engg.➤ KRA:(Key, Role, Achievement)➤ Sale Promotional Activity:<ul style="list-style-type: none">➤ Demonstration, Bajar Display.➤ To Generate New Prospect.➤ To Generate Hot prospect.➤ To Convert Hot Prospect to Delivery.➤ To Identify Need of Market.➤ To Motivate the Dealer for Growing Sale.				

Experience	<p>Organization: Jain Irrigation System Ltd. Jalgaon.</p> <p>Designation: Sales Engineer.</p> <p>KRA : Skill Of Managing Sugar Factory Tie up & Dealers.</p> <ul style="list-style-type: none"> ➤ Sale Promotional Activity. ➤ Dealer Appointment. ➤ To Motivate the Dealers for Increasing Sale. ➤ Experience of Drip Marketing on 1st of March. 2014 To 30th Sep. 2015. <p>Organization: Ecozen Solutions (P) Ltd, Pune.</p> <p>Designation: Sales Executive.</p> <p>KRA : Skill Of Managing Sale Promotional Activity, Dealer Appointment, To Conduct Exhibitions for Increasing Sale.</p> <ul style="list-style-type: none"> ➤ Experience of Solar Water Pump Marketing on 4th of Jan. 2016 To 24th June 2017. <p>Organization: Orb Energy Pvt. Ltd., Bangalore</p> <p>Designation: Sales Manager- Retail Thermal Sale.</p> <p>KRA : Skill Of Managing Sale, Dealer Appointment, To Conduct Exhibitions for Increasing Sale.</p> <ul style="list-style-type: none"> ➤ Sale Promotional Activity. ➤ Dealer Appointment. ➤ To Motivate the Dealers for Increasing Sale. ➤ Experience of Solar Water Heater Marketing on 4th of July 2017 To 30th Nov. 2017. <p>Organization: AF Supply Chain Solutions Pvt. Ltd., (URJAFORALL), Pune</p> <p>Designation: Sales Manager</p> <p>KRA : Skill Of Managing Sale of all type of solar solutions like Solar Water Heater, Solar Rooftop System (On Grid/Off Grid), Solar Street Light, Solar Water Pump, Solar Home Lighting System, Solar Insect Trap etc., Dealer Appointment, To Conduct Marketing activities for Increasing Sale.</p> <ul style="list-style-type: none"> ➤ Experience of Sales & Marketing of All Solar Products on 4th of January 2018 To Till Date. 						
IT Skills	<table border="1"> <tr> <td>Application Software</td><td>Microsoft office. Internet Application.</td></tr> <tr> <td>OS</td><td>Windows 98/XP, Vista, Windows7, Windows10</td></tr> <tr> <td>Other Knows</td><td>AutoCAD</td></tr> </table>	Application Software	Microsoft office. Internet Application.	OS	Windows 98/XP, Vista, Windows7, Windows10	Other Knows	AutoCAD
Application Software	Microsoft office. Internet Application.						
OS	Windows 98/XP, Vista, Windows7, Windows10						
Other Knows	AutoCAD						
Co-curricular Activities	Active participation in social gathering & cultural programme.						

Strength	Ability to organize & co-ordinate events related to Agricultural Field, Ability to adjust with Surrounding, confidence. <ul style="list-style-type: none"> ➤ Hard Working nature & Always ready to take challenges. ➤ Ability to work with new people. ➤ Self-motivated
Hobbies	Listening Music, Travelling and Swimming.
Languages known	English, Hindi, Marathi.
Date of Birth	21 July 1992.
Marital status	Single.
Nationality	Indian.

Declaration and Signature

I hereby declare that the information in this document is accurate and true to the best of my knowledge.

Signature

Place:
Date :

Bhuvad A. K.